

Torrey Byles EDI/Electronic Commerce Program Manager

INPUT



EDI = Rich man's fax?
or
Fax = poor man's EDI?



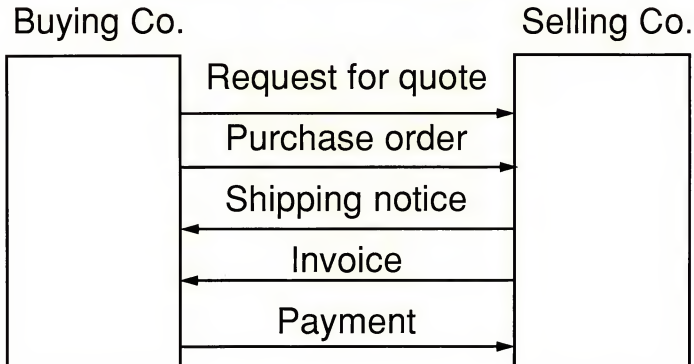
Definition of EDI

- EDI is the application-to-application exchange of intercompany business data in structured, standard data formats

ED-53



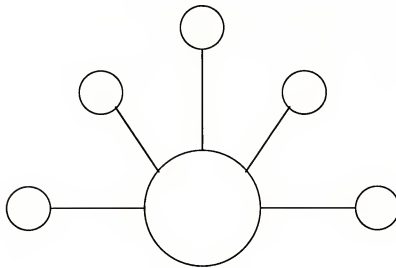
EDI Messages



ED-110

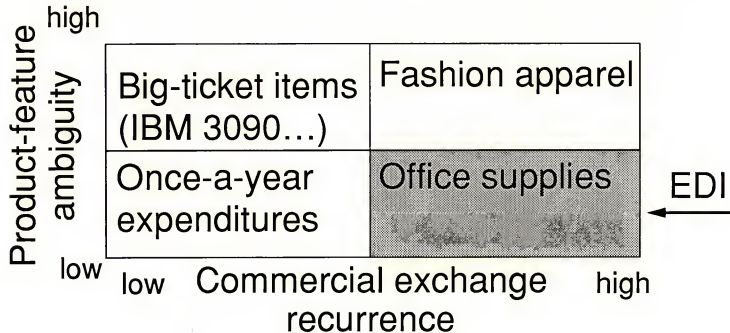


Hub and Spoke





EDI Is for Repetitive, Well-Defined Purchases



ED-26



Similarities/Commonalities of EDI and Fax

- Decrease cost of transactions
- Increase speed
- Increase quality
- Increase number



Differences

EDI	Fax
Structured	Non-structured
Expensive	Inexpensive



EDI and Fax can coexist

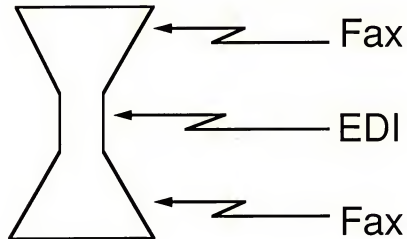


Installed Base

	Millions	
	U.S.	Worldwide
EDI	.025	.035
Fax	5	10

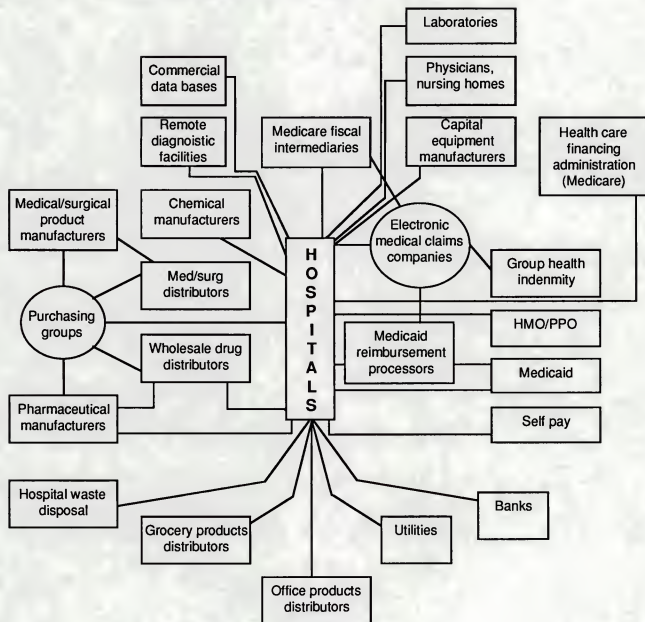


Industry Structure and Transactions



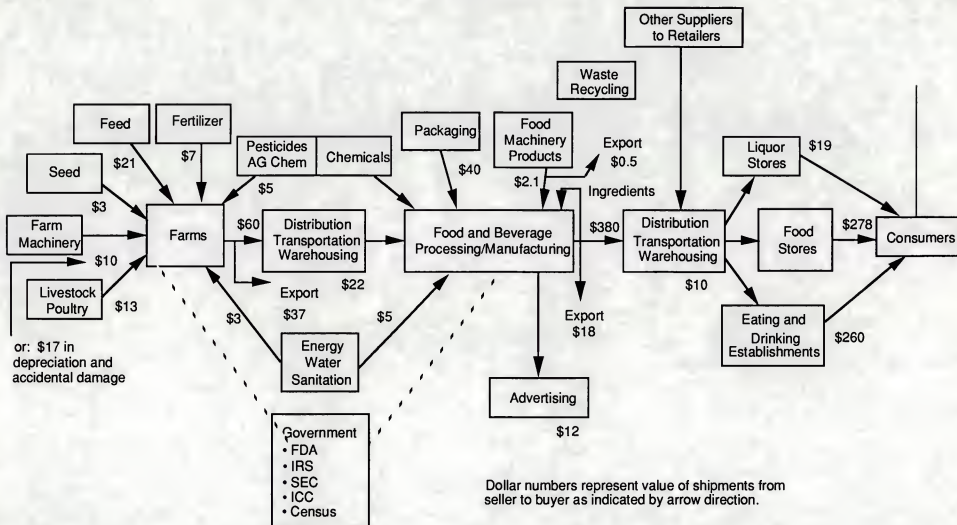


The Health Care Trading Community





Grocery Trading Community: Players and Trade Flows (Billions)





Strategies

Fax: Inside to outside

EDI: Outside to inside



Mr. and Mrs. Fax-EDI— A Highly Strategic Marriage

